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PAPER MERCHANT SALES REPORT MARCH, 1989

(by NPTA Region)	Sales per Selling Day March, 1989 Compared to March, 1988	Sales per Selling Day March, 1989 Compared to February, 1989	Sales per Selling Day 1989 YTD Compared to 1988 YTD	Days Outstanding (Accounts & Notes) At close of March 1988	1989	Calendar Day Cost of ending February Inventory 1988	1989
INDUSTRIAL							
1	+ 8.1	+ 2.0	+ 7.3	35	37	83	67
2	+ 9.5	+ 9.0	+ 1.5	34	33	61	52
3	+ 8.8	+ 9.7	+ 8.9	39	37	66	65
4	+12.1	- 6.5	+15.5	37	38	57	65
5	+11.4	+ 1.0	+11.8	35	35	62	64
6	+13.8	+ 0.8	+15.9	47	42	75	71
7	+10.5	+ 5.1	+ 8.1	35	31	66	60
8	+12.1	+ 2.5	+16.7	35	35	64	62
9	+11.6	- 0.9	+ 9.3	41	41	71	78
NY	+ 8.4	+ 0.3	+ 9.9	46	47	78	59
CHICAGO	+17.2	- 29.2	+ 7.7	35	31	49	39
LA	+ 7.1	- 3.5	+ 2.0	47	45	76	62
US	**+10.6**	**+ 2.7**	**+10.4**	**39**	**37**	**64**	**62**
PRINTING							
1	+ 3.1	- 0.8	+ 9.5	43	41	50	61
2	+ 9.6	+ 3.0	+10.0	40	39	59	62
3	+12.6	+ 4.4	+13.1	42	38	77	80
4	+16.7	- 10.2	+15.4	42	40	60	62
5	+18.0	+ 2.3	+19.2	42	39	74	70
6	+13.8	+ 1.7	+15.1	47	41	72	78
7	+17.2	+ 2.4	+17.4	39	33	59	72
8	+30.4	+12.4	+21.4	37	35	67	68
9	+32.2	+ 5.9	+18.6	39	42	73	72
NY	+ 3.1	- 2.5	+ 5.1	45	39	68	72
CHICAGO	+15.4	- 4.7	+ 8.6	39	36	70	70
LA	+15.8	+ 0.8	+10.7	42	39	83	83
US	**+13.9**	**+ 1.0**	**+13.2**	**42**	**39**	**69**	**72**

COMMENTS ON MARCH'S SALES CHANGES. *INDUSTRIAL* sales changes are around 10% over the previous year for the third month in a row. *PRINTING* sales changes over the previous year are almost 14%, the highest for the three months in 1989. Regions 1, 2 and New York Metro were the only areas under 10% for March.

DAYS OUTSTANDING continue lower than last year. February's ending **INVENTORY DAYS** are higher than last year for printing goods, but have dropped three days from the two previous months' figure of 75. Industrial goods' inventory days are lower than for the the end of February, 1988.

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NPTA REGIONS

1: CT, ME, MA, NH, RI, & VT
2: DE, DC, MD, NJ, NY, & PA (Except NY Metro)
3: AL, FL, GA, NC, SC, TN & VA (Exc. Memphis)
4: KY, OH, MI, & WV
5: CO, IA, KS, MN, MT, NE, ND, SD, & WY
6: AZ, CA, HI, NM, NV, & UT (Except LA Metro)
7: AR, LA, MS, OK, & TX (& W. Tenn)
8: IL, IN, MO, & WI (Exc. Chicago Metro)
9: AK, ID, OR, & WA

NY Metro: In NY; New York City, Long Island, & Westchester County - In NJ; Counties of Bergen, Essex, Hudson, Middlesex, Passaic, & Union
Chicago Metro: In IL; Chicago and counties of Cook, DuPage, & Lake - In IN; Lake county
LA Metro: Cities of Los Angeles and San Diego, counties of Los Angeles, San Diego, Orange, & Ventura, plus parts of Riverside & San Bernadino

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